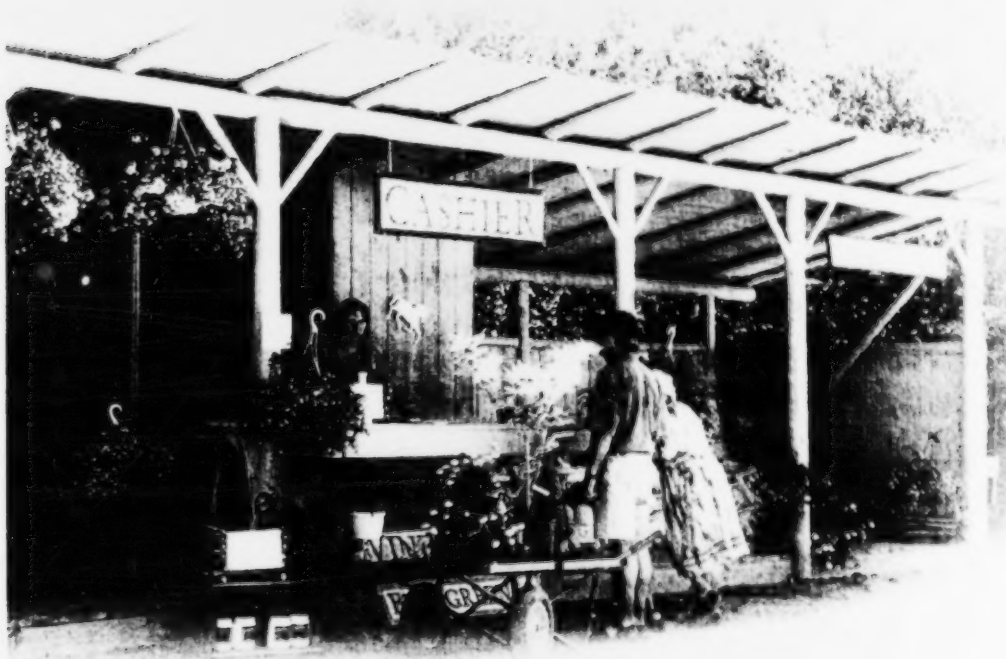


Farm Direct Sales

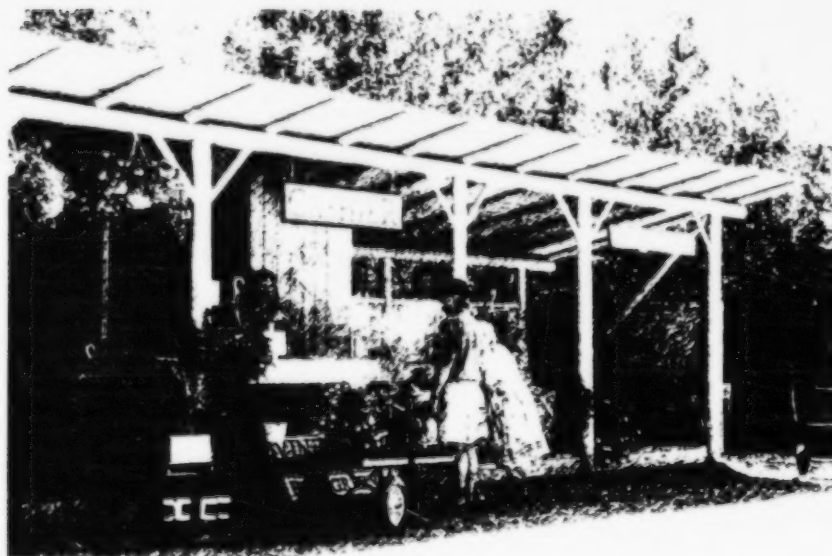
Know the Regulations





Farm Direct Sales

Know the Regulations



Alberta

Published by:

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Introduction

The purpose of this publication is to help producers and processors understand the key elements needed to manage a business. This publication discusses some of the basic regulations of farm direct marketing agricultural products and services. It is the responsibility of the producer and/or processor to ensure that their products, practices and facilities meet legislative requirements. As acts and regulations are subject to change and interpretation, it is recommended that producers and processors consult the provincial and federal enforcement agencies to ensure compliance before starting or growing a food business.

After attending a diversification conference, Pat and Bill Cameron decided to raise pastured chickens to sell at the local Alberta Approved Farmers' Market, and to set up a u-pick strawberry operation on their farm. When the Camerons sell their chickens to a consumer at the Alberta Approved Farmers' Market, they are conducting a farm direct sale. The u-pick is also a farm direct sales operation. If Pat were to process strawberries into jam and sell the jam at a farm store, this would also be a direct sale.

The market places in this example, an Alberta Approved Farmers' Market, a u-pick operation and a farm store, all use the same farm direct sales technique, but they are controlled by different regulations. The processed foods,

strawberries and pastured chickens are also regulated by various production, marketing, labelling and inspection requirements. The location and operation of the business must also comply with municipal bylaws. The market place, the product and the location of the business all trigger a set of requirements for food safety and good business practices.

The Camerons are enthusiastic about the opportunity to sell directly to consumers, to see higher returns and immediate payment, and to have more control over prices. However, the Camerons need to be aware of the municipal, provincial and federal regulations that pertain to their ventures.

This publication focuses on the regulations and requirements that you must follow if you want to sell agriculture and food products directly to consumers. It is up to you to research and adhere to all the regulations that pertain to your business. This is not a comprehensive list. It includes information on:

- food regulations
- production and marketing legislation
- inspection
- grading and labelling
- business licenses and permits
- environmental requirements
- labour requirements

You need to understand these requirements if you plan to sell any of the following commodities direct to the consumer:

- poultry - chicken or turkey
- eggs
- dairy products
- potatoes
- meats
- processed meats
- processed foods
- fish
- vegetables for processing
- honey
- non-regulated food products, e.g. bakery products
- organic products

To get a better understanding of the requirements, it is recommended that you review the entire publication. Then, focus on the product or commodity information that relates to your situation.

Options in farm direct sales

The basis of farm direct marketing is the trust relationship that develops between producers and consumers. Farm direct marketing allows the producer to assume the accountability and rewards of delivering quality agri-food products directly to the consumer through a variety of marketing channels. Examples of farm direct marketing channels include: u-pick and u-fish ventures, farm gate sales, farm stores, mail order, Alberta Approved Farmers' Markets, direct to restaurant (where we assume the chef is the end-user), community supported agriculture, municipal buying clubs and e-commerce. Successful farm direct marketing involves consistently supplying quality products in a clean and customer-friendly environment. Due to lifestyle changes and a renewed interest in food choices, consumers are supporting the development of farm direct markets.

Alberta Approved Farmers' Markets

The Alberta Approved Farmers' Market Program is an accreditation program that certifies farmers' markets across Alberta. This Alberta Agriculture, Food and Rural Development program requires that over 80 per cent of the products sold at the farmers' market are grown, baked or produced locally in Alberta. Its signature logo is the "Sunny Girl."



Each Alberta Approved Farmers' Market determines its own operating guidelines, within the rules and regulations administered by Alberta Agriculture, Food and Rural Development. The overseeing body of each approved market defines the number and type of vendors, hours of operation, market location, signs, and table rentals. Operational guidelines

can be different at each Alberta Approved Farmers' Market location. Check with the market manager listed in the Alberta Approved Farmers' Market directory. This directory is available online at www.sunnygirl.ca or <http://www.agric.gov.ab.ca/store/farmersmarket/index.html> or by calling the Farmers' Market Specialist.

For more information:

Alberta Agriculture, Food and Rural Development
Farmers' Market Specialist
7000 - 113 Street, Room 200
Edmonton, Alberta T6H 5T6
Telephone: (780) 427-4514
(for toll free calling, dial 310-0000 first)
Fax: (780) 422-7755

The Alberta Farmers' Market Association is a provincial organization providing leadership and support to member markets, managers and vendors through education, advocacy, innovation and promotion. Membership is open to Alberta Approved Farmers' Markets, individuals, corporations or associations who support the aims and objectives of the Society.

For more information:

Alberta Farmers' Market Association
Darlene Cavanaugh, Executive Director
7000 - 113 Street, Room 106
Edmonton, Alberta T6H 5T6
Telephone: (780) 644-5377
Fax: (780) 644-7474
E-mail: director@albertamarkets.com
Website: www.albertamarkets.com

Market gardens and u-pick operations

Market gardens and u-pick operations can receive professional association benefits and promotion assistance from several voluntary non-profit organizations.

The Alberta Farm Fresh Producers Association (AFFPA), formerly Alberta Market Gardeners Association, is a provincial association that includes marketers and growers of a variety of agricultural commodities. All growers who direct market meat, eggs, chicken, honey, greenhouse products, berries and vegetables are eligible for membership. *Come to Our Farms* is a map and directory they publish for their members. This directory is available online at www.albertafarmfresh.com or by calling (800) 661-2642.

The Fruit Growers Society of Alberta (FGSA), representing fruit and berry growers in Alberta, meets the production, processing and marketing needs of individuals growing fruit crops such as saskatoon berries, currants, strawberries, raspberries, wild black cherries (chokecherries) and other fruit.

The FGSA maintains an online farm directory of fruit and berry farms that are members of FGSA. This listing is available at www.albertafruit.com/farms/index.html

For more information:

Alberta Farm Fresh Producers Association
Don & Joan Gregorwich, Administrative
Assistants
Box 56
Kelsey, Alberta T0B 2K0
Alberta toll-free: (800) 661-2642
E-mail: dgregorwich@syban.net
Website: www.albertafarmfresh.com

Fruit Growers Society of Alberta
John Goodwin - Director
3709 - 26 Avenue
Edmonton, Alberta T6L 5L8
Telephone: (780) 461-8299
Fax: (780) 461-8075
E-mail: info@albertafruit.com
Website: www.albertafruit.com

Food regulations

Producers and processors should be aware there are federal and provincial regulations that must be met in the production and marketing of food products.

The *Food and Drugs Act* is the primary legislation that applies to all food sold in Canada, whether imported or domestic. This legislation sets out product composition, minimum health and safety and facility standards as well as provisions preventing fraud or deception in the labelling, composition, packaging, treatment, processing, sale and advertising of food. The Canadian Food Inspection Agency (CFIA) Food Safety and Fair Label Practices Program enforces the Act.

The Alberta *Public Health Act* is paramount over all other provincial statutes except the Alberta *Bill of Rights*. Under public health provisions, the regional health authority can take any action needed to order the elimination of a health risk. The nine regional health authorities in Alberta enforce the Act and its regulations.

The first step in developing your food business is to check with your local regional health authority for the requirements in opening and operating a food establishment.

Food establishment means a place where food is handled. Public Health Act Food Regulation 1(i).

Handling means, in relation to food, the supply, sale, offering for sale, processing, preparation, packaging, providing, display, service, dispensing, storage or transportation of any food that is intended for public consumption.

All food establishments require a food establishment permit. Permit fees range from \$100 to \$500 per year.

Check first with the public health inspector in the area that you are planning to process and/or sell a food product. By contacting one of the numbers noted below, you can be directed to an appropriate public health inspector.

Chinook Regional Health Authority

Lethbridge office (403) 388-6009

Palliser Health Region

Medicine Hat office (403) 502-8200

Calgary Health Region

Calgary office (403) 943-0279

David Thompson Regional Health Authority

Red Deer office (403) 341-2100

East Central Health

Camrose office (780) 679-2980

Capital Health

Edmonton office (780) 413-7900

Aspen Regional Health Authority

Westlock office (780) 349-3316

Peace Country Health

Grande Prairie office (780) 513-7500

Northern Lights Health Region

Fort McMurray office (780) 791-6078

The Alberta Health and Wellness website shows a map of each regional health authority and the towns covered by that regional health authority. The offices noted above are only some of the offices found within each health authority. For a more complete listing of the regional health authority offices, please refer to the Alberta Health and Wellness website at:
www.health.gov.ab.ca/regions/RHA_map.html.

Food safety

Consumers are looking for assurances that their food is being produced in a safe manner. On-farm food safety (OFFS) programs help create a proper operational environment for food safety through the implementation of Good Production Practices (GPP). These types of practices can be applied to any type of agricultural production operation. The keys are:

- a thorough knowledge of the hazards and risks on the farm

- a good understanding of the GPP recommended for the commodity and type of farming operation
- an effective written plan for the individual farm

Commodity associations are in varying stages of developing new codes of practice and programs for OFFS. These national standards programs are voluntary and are being managed by producer groups. Contact information for the commodity associations is listed later in this publication.

The Hazard Analysis Critical Control Point (HACCP) system is a proactive program that is internationally recognized as an effective approach to food safety in processing facilities. While HACCP is still voluntary, many companies are choosing to develop and implement a HACCP program. Implementing a HACCP program shows due diligence in product manufacturing, meets consumer requests and gains access to markets with HACCP requirements.

For more information:

Alberta Agriculture, Food and Rural Development
Food Safety Division
6909 - 116 Street
Edmonton, Alberta T6H 4P2
Telephone: (780) 427-4054

(for toll free calling, dial 310-0000 first)

Fax: (780) 427-7535

Website: www.agric.gov.ab.ca

(Select *Food Safety* on the left side in order to enter the Food Safety site.)

Interprovincial sales

There are two federal acts that deal with the preparation, processing and sale of food. They are the *Food and Drugs Act*, along with the Food and Drug Regulations, and the *Canada Agricultural Products Act* and related regulations. The *Canada Agricultural Products Act* regulates the marketing of agricultural products for import, export and interprovincial trade. It also provides for national standards and grades of agricultural products, their inspection and grading, the registration of establishments and standards governing establishments. These acts define the standards for selling food outside the province of origin. The Canadian Food Inspection Agency (CFIA) enforces the acts.

Food products produced in Alberta can not be sold interprovincially unless they meet the standards set out in these acts. Therefore, meeting the regulations set out in the *Public Health Act* and the Food Regulation is not sufficient if the intention is to sell the product outside Alberta.

For more information:

Canadian Food Inspection Agency (CFIA)
Website: <http://www.inspection.gc.ca>

Calgary

110 Country Hills Landing NW, Suite 102
Calgary, Alberta T3K 5P3
Telephone: (403) 299-7680
Fax: (403) 221-3299

Edmonton

7000 - 113 Street, Room 205
Edmonton, Alberta T6H 5T6
Telephone: (780) 495-3333
Fax: (780) 495-3359

Grande Prairie

10135 - 100 Avenue, Box 30
Grande Prairie, Alberta T8V 0V4
Telephone: (780) 831-0335
Fax: (780) 539-3467

Food regulations and Alberta Approved Farmers' Markets

Alberta Approved Farmers' Markets provide a unique market opportunity. They are a place to sell home-grown produce, processed food (restrictions do apply) and handcrafted products directly to consumers. Farmers' markets often serve as business incubators or test markets for start-up processors. Food vendors selling at Alberta Approved Farmers' Markets have unique status under the *Public Health Act* and the Food Regulation. However, food products sold at all other venues, such as public markets, flea markets and farm stores do not qualify for similar exemptions. Vendors should contact their regional health authority for specific information for their region.

Keep in mind that regional health authorities can establish additional standards to those set out in the *Public Health Act* and the Food Regulation. For example, a number of regional health authorities now require foods defined as high risk to be prepared in permitted facilities, even when sold at an Alberta Approved Farmers' Market. Check with your regional health authority for local standards.

The regional health authority has detailed requirements for Alberta Approved Farmers' Markets and the food vendors at the markets in their area. If you plan to sell at different Alberta Approved Farmers' Markets, it's important to check the requirements for each location. Expect to meet requirements for:

- safe handling of perishable foods
- home canned foods
- protection of foods
- storage and sanitation
- transportation
- food handler hygiene
- food samples

Other provisions include:

- meat – no person shall sell or offer for sale uninspected meat and poultry
- milk – no person shall sell or offer for sale unpasteurized milk or milk products

No food products, including those sold at Alberta Approved Farmers' Markets, are exempt from the *Food and Drugs Act* and the *Consumer Packaging and Labelling Act* and regulations.

Other regulations

Commodity

Depending on what commodities you decide to grow or raise, different rules and regulations affect the amount and the way you can sell your products. Quotas regulate some agricultural commodities, while others must meet standards or pass inspection. Legislation also affects the sale of some products. You also need to be aware of labelling and grading laws. Most food processing facilities must be either *approved* or *registered* with Alberta Environment as well as *permitted* by Alberta Health and Wellness.

Check the table on the following page to see which agencies you need to contact for more information. This list encompasses the major commodities only and should not be considered all-inclusive.

Production and marketing legislation

The *Marketing of Agricultural Products Act* and regulations provide a legal framework for Alberta's agricultural commodity boards and commissions. Boards generally have production controls, licenses and service charges, while commissions usually require licenses for dealers and service charges or check-offs. Both boards and commissions fund research projects and do market promotion. Before you produce or process any agricultural product, you should identify and study the laws under which you will operate. As well, federal marketing legislation may affect cross-boundary movement of these products.

The following list describes many of the agricultural products that have legal production or marketing requirements in Alberta. One list relates to commodities that are governed by boards; the other by commissions. These regulated products change from time to time, so this list cannot be considered all-inclusive. Specific definitions are provided in the respective regulations.

Boards

- chicken
- eggs from hens
- hatching eggs
- turkey
- milk
- sugar beets
- vegetables for processing (including peas, corn, wax beans, green beans, cucumbers, carrots, red beets, pumpkins, asparagus, tomatoes, cabbage, cauliflower and any other vegetable produced for processing except potatoes and sugar beets).

Commissions

- barley
- canola
- pulse crops
- soft wheat
- sheep and wool
- winter wheat
- beef
- bison
- elk
- potatoes
- pork

For more information:

Alberta Agricultural Products Marketing Council
7000 - 113 Street NW, Room 305
Edmonton, Alberta T6H 5T6
Telephone: (780) 427-2164
(for toll free calling, dial 310-0000 first)
Fax: (780) 422-9690

Table 1 - Commodities and regulatory agencies

Commodity	Production and marketing legislation bodies	Inspection	Labeling and grading	Licences/permits
Poultry chicken turkey	Alberta Chicken Producers Board Alberta Turkey Producers Board	Regulatory Services, AAFRD* CFIA*	CFIA*	local regional health authority local municipal government
Eggs	Alberta Egg Producers Board		CFIA*	local regional health authority local municipal government
Dairy processed dairy	Alberta Milk Regulatory Services, AAFRD*	AAFRD*, if a license is required CFIA*, if selling national or international	CFIA*	AAFRD* Alberta Milk local regional health authority local municipal government
Potatoes	Potato Growers of Alberta		CFIA*	Potato Growers of Alberta local municipal government
Meats	Alberta Beef Producers Alberta Sheep and Wool Commission Alberta Pork Producers Development Corporation Alberta Bison Commission Alberta Elk Commission	Regulatory Services, AAFRD* CFIA*	CFIA*	local regional health authority local municipal government
Processed meats		regional health authority AAFRD*: provincial CFIA*: federal	CFIA*	local regional health authority local municipal government
Processed foods		regional health authority CFIA*	CFIA*	local regional health authority local municipal government
Fish	approved fish species, AAFRD* commercial culture license, AAFRD*	regional health authority (for product) AAFRD* (for site operation)	CFIA*	local regional health authority local municipal government
Vegetables for processing	Alberta Vegetable Growers (processing)	regional health authority	CFIA*	local regional health authority local municipal government
Honey	provincial apiculturist, AAFRD*	regional health authority	CFIA*	local regional health authority local municipal government
Organic product	organic industry certification standard commodity board, if applicable	organic industry associations regional health authority	CFIA*	local regional health authority local municipal government

* AAFRD - Alberta Agriculture, Food and Rural Development.

** CFIA - Canadian Food Inspection Agency. The CFIA delivers all federal inspection services related to food, drugs and cosmetics, novel foods, animal health and plant protection.

Quota

If you plan to raise chickens or turkeys, or produce fluid milk or eggs in Alberta, you need to understand marketing legislation. Each of these commodities, whether they are considered organic or processed, sets limits on how much you can produce before you must have quota. Quota is a license issued by the commodity association that, when purchased, gives you the right to produce a certain amount of product. In Alberta, it may be illegal to raise or sell controlled commodities without quota, unless you are below the production limit set by each commodity.

Poultry

Chicken

The broiler chicken industry has a quota exemption. It allows a person to produce 2,000 birds or fewer per calendar year. Quota exempt chickens must be sold directly to end-users from the farm they were produced on or at a stall at an Alberta Approved Farmers' Market. They must also be provincially inspected prior to sale. Quota is issued on a set weight of chickens produced per week. The weight/quota changes throughout the year to reflect seasonal consumer demand.

For more information:

Alberta Chicken Producers
4208 - 97 Street NW, Room 111
Edmonton, Alberta T6E 5Z9
Telephone: (780) 488-2125
Fax: (780) 488-3570
E-mail: abcp@chicken.ab.ca
Website: www.chicken.ab.ca

Turkey

In Alberta, a person can raise 300 turkeys or fewer in a calendar year on the land on which he resides. The turkeys must be sold directly to end-users from the farm they were produced on or at a stall at an Alberta Approved Farmers' Market. Once the turkey grower exceeds 300 birds produced in a calendar year, he is required to comply with quota requirements.

For more information:

Alberta Turkey Producers
4828 - 89 Street
Edmonton, Alberta T6E 5K1
Telephone: (780) 465-5755
Fax: (780) 465-5528
E-mail: info@albertaturkey.com
Website: www.albertaturkey.com

Eggs

The Alberta Egg Producers allocate quota according to dozens of eggs. Using a formula, it determines the number of birds you can have in lay at any time. You can sell all the eggs produced from the allotted number of birds.

Provided you own or possess 300 laying hens or fewer, you are not required to have quota in Alberta. However, if you plan to use a registered grading station, you must apply to the board under an exempt status. This allows you to market extra eggs through an egg grading station, provided you pay the marketing levy on those eggs.

For more information:

Alberta Egg Producers
90 Freeport Boulevard NE, Suite 101
Calgary, Alberta T3J 5J9
Toll free: (877) 302-2344
Telephone: (403) 250-1197
Fax: (403) 291-9216
E-mail: info@eggs.ab.ca
Website: www.eggs.ab.ca

Dairy

It is unlawful to sell or give away unpasteurized milk. Pasteurized milk is considered processed.

All dairy production and processing facilities, regardless of volume, are subject to inspection. Alberta Agriculture, Food and Rural Development (AAFRD) administers regulatory functions pertaining to the *Dairy Industry Act*.

To produce and sell fluid cow, goat or sheep milk in Alberta, you must obtain a producer's license. If producing in excess of 50 litres per day of cows' milk for sale, you require a production license issued by Alberta Milk. If producing less than 50 litres per day of cows' milk for sale, the producer then requires a production license

issued by AAFRD. Sheep and goat milk that is for sale, no matter the amount of production, must be licensed by AAFRD. Before a license to produce is issued, an inspector from Alberta Agriculture is required to complete a pre-license inspection of your dairy production buildings and equipment.

If you process less than 50 litres per day of cow, sheep or goat milk, you must also contact your public health inspector for an inspection and issuance of a food establishment permit. See page 4 for a list of all regional health authorities.

If you process in excess of 50 litres per day of cow's milk, you must also obtain a processing license and quota issued by Alberta Milk. There is no quota requirement for goat or sheep milk.

For more information on registration and licensing contact:

Alberta Milk
1303 - 91 Street SW
Edmonton, Alberta T6X 1H1
Toll-free: (877) 361-1231
Telephone: (780) 453-5942
Fax: (780) 455-2196
Website: www.albertamilk.com

For more information or to arrange an inspection contact:

Alberta Agriculture, Food and Rural Development
Regulatory Services, Prevention/Investigation Unit
4920 - 51 Street
Red Deer, Alberta T4N 6K8
Telephone: (403) 340-7172
(for toll free calling, dial 310-0000 first)
Fax: (403) 340-5870
Website: [http://www1.agric.gov.ab.ca/\\$department/deptdocs.nsf/all/rsb8826](http://www1.agric.gov.ab.ca/$department/deptdocs.nsf/all/rsb8826)

Potatoes

Potato growers are regulated under the *Marketing of Agricultural Products Act*. Any person planting more than five acres of potatoes must register with the Potato Growers of Alberta (PGA). Before a registered grower can sell potatoes, a producer's license must be obtained from the PGA.

Potato packers must apply for a packer's license before they can buy potatoes from a registered grower. Dealer licenses are issued to businesses that buy, receive or sell potatoes. All businesses involved in the processing of potatoes must hold a processor's license. When a potato business undertakes several processing steps, from growing to packing to dealing to processing, it must hold a license for each activity.

For more information:

Potato Growers of Alberta
6008 - 46 Avenue
Taber, Alberta T1G 2B1
Telephone: (403) 223-2262
Fax: (403) 223-2268
E-mail: pga@albertapotatoes.ca
Website: www.albertapotatoes.ca

Honey

The *Alberta Bee Act* regulates beekeeping in the province of Alberta. The act requires all persons who own or possess bees or use beekeeping equipment to register annually with the provincial apiculturist. Sections on marketing and honey grading are in the *Livestock and Livestock Products Act*. The Canadian Food Inspection Agency (CFIA) administers federal regulations on honey. All honey must be fit for human consumption and free of foreign material.

For more information:

Alberta Agriculture, Food and Rural Development
Provincial Apiculturist
Crop Diversification Centre - North
17507 Fort Road NW
Edmonton, Alberta T5Y 6H3
Telephone: (780) 415-2314
(toll free calling, dial 310-0000 first)
Fax: (780) 422-6096
Website: [www1.agric.gov.ab.ca/\\$department/deptdocs.nsf/all/acts228?OpenDocument](http://www1.agric.gov.ab.ca/$department/deptdocs.nsf/all/acts228?OpenDocument)

Inspection

To ensure that we have a safe food supply, poultry, eggs, dairy products, meat, processed foods, fish, fresh vegetables, honey or organic foods that are sold directly to consumers must be inspected. All levels of government (local, provincial and federal) are involved in the inspection of foods. Certified organic food products are regulated and inspected by industry bodies.

Eggs

A producer may sell or offer to sell chicken eggs directly to a consumer if:

1. the eggs are produced on the producer's own farm
2. the eggs are for the consumer's own or household consumption only
3. the eggs are clean, have no visible cracks and are not leaking
4. the eggs are kept at an ambient temperature that does not exceed 7°C until sold
5. the eggs are packed under sanitary conditions in clean containers that are conspicuously and legibly marked "UNINSPECTED" in letters at least 2 cm in height. If using recycled egg containers, they must be clean and clear from contaminants. Any labelling with respect to grade, such as Canada A Large, as well as the name of the grading station must be covered up.

Dairy

All dairy production and processing facilities, regardless of volume, are subject to inspection. Alberta Agriculture, Food and Rural Development Regulatory Services administers regulatory functions pertaining to the *Dairy Industry Act*, and the National Dairy Code.

For more information:

Alberta Agriculture, Food and Rural Development
Regulatory Services, Prevention/Investigation
Unit

4920 - 51 Street

Red Deer, Alberta T4N 6K8

Telephone: (403) 340-7172

(for toll free calling, dial 310-0000 first)

Fax: (403) 340-5870

Website: [http://www1.agric.gov.ab.ca/\\$department/deptdocs.nsf/all/rsb8826](http://www1.agric.gov.ab.ca/$department/deptdocs.nsf/all/rsb8826)

Meat and poultry

Any meat, such as beef, pork, lamb, bison, deer, elk or poultry, being offered for sale in Alberta must be government inspected and approved fit for human consumption. There are three levels of meat inspection:

1. If you plan to sell meat *within Alberta*, you must use facilities that are provincially inspected, federally inspected or European Union approved and permitted to slaughter meat for resale.
2. If you plan to sell meat in *other provinces or the USA*, you must use either a *federally inspected facility* or a *European Union approved facility*.
3. If you plan to sell meat into the *European Union*, you must have your animal slaughtered and your meat processed in a European Union approved facility.

The facility you use should depend upon your highest requirement. For example, if prime cuts are being sold into the European Union but lesser cuts are being sold direct in Alberta, the animal should be slaughtered and processed in a European Union approved facility.

According to the *Livestock Industry Diversification Act*, all game production animals, such as deer and elk from licensed farms, must be slaughtered in an approved facility listed. The onus is on the animal owner to ensure that all regulations and association policies are adhered to when meat from game production animals is meant for human consumption. Selling meat from game production animals outside the province of origin may require special permits. Check with local authorities.

For more information:

Alberta Agriculture, Food and Rural Development
Diversified Livestock Branch
6547 Sparrow Drive
Leduc, Alberta T9E 7C7
Telephone: (780) 980-4220
Fax: (780) 980-4237

Livestock slaughter options are:

- If you are a producer living on your own premises, you can:

Option 1: Slaughter the animal yourself on your farm for consumption by your household. Meat sales are not permitted.

Option 2: Have a provincially licensed mobile butcher slaughter your animal on your farm and transport the carcass to a meat cutting facility for chilling, cutting and wrapping. The facility must be permitted by the regional health authority and all the meat must be stamped "uninspected – not for sale" by the facility operator. The meat is then returned to you for consumption by your household. Meat sales are not permitted. Check local municipal by-laws regarding slaughter restrictions.

Mobile butchers are allowed to slaughter animals intended for resale *only* if the animal is inspected before and after the slaughter. This emergency situation does exist for an animal that is unfit for transport, such as an animal with a broken leg. In this case, special arrangements can be made so that the animal is inspected on the farm by an inspector while the animal is still alive. This is done at the producer's expense. A mobile butcher can then slaughter the animal on the farm and the carcass is taken to an approved facility for the rest of the slaughter and inspection.

Option 3: Transport the live animal to a federally, provincially or European Union inspected slaughter facility. If you choose this option you may consume the meat yourself or sell it. If the animal has been slaughtered and processed at a provincially inspected facility, the meat can **only** be sold to another individual within Alberta. If the animal has been slaughtered and processed at a federally inspected facility, it can be sold in Canada and into the USA. If the animal has been slaughtered at a European Union approved facility, it can be sold into the European Union.

If the meat is destined for resale, it is the producer's responsibility to ensure the vehicle is refrigerated, properly sealed and set up to move meat. This applies to meat that has already been processed (cut and wrapped) as well as meat that is being taken to another facility for further processing.

- If you are **not** a producer living on a farm you must have your animal slaughtered at a federally or provincially inspected slaughter facility and you may consume the meat yourself or sell it.

Section 5 of the *Alberta Meat Inspection Act* reads as follows:

"No person shall sell, offer for sale, transport or deliver meat to any person unless...

- a. The animal from which the meat was obtained was inspected by an Inspector.
- b. The slaughter of the animal took place at a provincial abattoir or at a federal establishment.
- c. There was a post-mortem inspection of the carcass of the animal from which the meat was obtained, conducted by an Inspector immediately after the slaughter of the animal.
- d. The meat is judged by an Inspector to be healthy and fit for human consumption and that the meat is stamped with an inspection legend."

For more information:

Alberta Agriculture, Food and Rural Development

For issues/inquiries on contravention of legislation, contact:

Regulatory Services
Prevention/Investigation Unit
4920 - 51 Street
Red Deer, Alberta T4N 6K8
Telephone: (403) 340-7172
(for toll free calling, dial 310-0000 first)
Fax: (403) 340-5870

Website: [http://www1.agric.gov.ab.ca/\\$department/deptdocs.nsf/all/rsb8826](http://www1.agric.gov.ab.ca/$department/deptdocs.nsf/all/rsb8826)

For issues/inquiries on meat inspection, contact:

Regulatory Services

Regional Offices (see addresses below)
(for toll free calling, dial 310-0000 first)

Lethbridge Regional Office
3115 - 5 Avenue N, Main Floor
Lethbridge, Alberta T1J 4C7
Telephone: (403) 381-5179
Fax: (403) 381-5766

Airdrie Regional Office
Airdrie Agriculture Centre
97 East Lake Ramp NE
Airdrie, Alberta T4A 0C3
Telephone: (403) 948-8505
Fax: (403) 948-2063

Edmonton/Grande Prairie Regional Office
6903 - 116 Street, Second Floor
Edmonton, Alberta T6H 5Z2
Telephone: (780) 427-5039
Fax: (780) 427-1437

Vermilion Regional Office
4701 - 52 Street, Room 2017
Vermilion, Alberta T9X 1J9
Telephone: (780) 853-8235
Fax: (780) 853-4776

Federal meat inspection

All meat shipped outside of Alberta but within Canada or into the USA must be slaughtered and processed in federal plants. Food industry meat buyers and grocery store meat buyers may also demand federally inspected meat.

The *Meat Inspection Act (Canada)* is federal legislation that guides meat inspectors who inspect all packing plants registered under the Act. The regulations in the Act also outline how the animals and meat are to be handled at all stages of meat processing.

Processed meat

The *Meat Inspection Act (Canada)* is designed to ensure consumers get safe, non-adulterated and correctly labelled meat products of Canadian and foreign origin. Meat inspectors regularly tour meat product plants to assess how well the

processor is controlling formulation, the method of preparation and the use of restricted ingredients. All meat products prepared in a registered establishment must have a domestic or foreign label.

For more information:

Canadian Food Inspection Agency (CFIA)
Website: <http://www.inspection.gc.ca>

Calgary

110 Country Hills Landing NW, Suite 102
Calgary, Alberta T3K 5P3
Telephone: (403) 299-7680
Fax: (403) 221-3299

Edmonton

7000 - 113 Street, Room 205
Edmonton, Alberta T6H 5T6
Telephone: (780) 495-3333
Fax: (780) 495-3359

Grande Prairie

10135 - 100 Avenue, Box 30
Grande Prairie, Alberta T8V 0V4
Telephone: (780) 831-0335
Fax: (780) 539-3467

Meat Processing Facilities in Alberta: Regulations, Technology and Design is the manual of standard practice for Alberta meat processors. This manual is designed to provide an orderly approach to regulations and technology required for the development of safe, efficient abattoirs and meat processing facilities.

To order a manual contact:

Alberta Agriculture, Food and Rural Development
Publications Office
Telephone: 1-800-292-5697 or
(780) 427-0391 (priced publication)

This publication can also be ordered online at
[http://www1.agric.gov.ab.ca/\\$department/deptdocs.nsf/all/agdex4852?opendocument](http://www1.agric.gov.ab.ca/$department/deptdocs.nsf/all/agdex4852?opendocument)

A list of provincially and federally inspected meat plants is available online at
www.agric.gov.ab.ca/app68/foodindustry or in the *Alberta's Agricultural Processing Industry Directory* which is available from Alberta Agriculture, Food and Rural Development at (403) 340-7625 (for toll free calling, dial 310-0000 first).

For more information:

Alberta Beef Producers
6715 - 8 Street NE, #320
Calgary, Alberta T2E 7H7
Telephone: (403) 275-4400
Fax: (403) 274-0007
E-mail: abpfeedback@albertabeef.org
Website: www.albertabeef.org

Alberta Sheep and Wool Commission
97 East Lake Ramp NE
Airdrie, Alberta T4A 0C3
Telephone: (403) 948-8533
for toll-free calling dial 310-0000 first
Fax: (403) 912-1455
E-mail: info@absheep.com
Website: www.absheep.com

Alberta Lamb
97 East Lake Ramp NE
Airdrie, Alberta T4A 0C3
Telephone: (403) 948-1522
for toll-free calling dial 310-0000 first
Fax: (403) 912-1455
E-mail: promotions@albertalamb.com
Website: www.albertalamb.com

Alberta Pork Producers Development Corporation
4828 - 89 Street
Edmonton, Alberta T6E 5K1
Telephone: (780) 474-8288
Fax: (780) 479-5128
E-mail: info@albertapork.com
Website: www.albertapork.com

Alberta Bison Centre
4301 - 50 Street
Leduc, Alberta T9E 7H3
Telephone: (780) 986-4100
Fax: (780) 980-7597
Website: www.bisoncentre.com

Alberta Elk Commission
4301 - 50 Street
Leduc, Alberta T9E 7H3
Telephone: (780) 980-7582
Fax: (780) 980-7591
E-mail: info@albertaelk.com
Website: www.albertaelk.com

Processed food

The *Public Health Act* regulates the processing of foods for sale within Alberta. Each regional health authority is responsible for administering the act and its regulations. All food establishments require a food establishment permit. Before you begin processing any food your facility must be inspected. The health inspector also inspects your processing facility to spot potential health hazards and to respond to complaints.

For more information:

Contact your public health inspector. Refer to the regional health authority listing on page 4.

The Processed Products Regulations of the *Canada Agricultural Products Act* outlines the regulations respecting the grading, packing and marking of processed products. If you intend to market your processed product interprovincially or internationally, these regulations must be followed. They are enforced by the Canadian Food Inspection Agency.

For more information:

Canadian Food Inspection Agency (CFIA)
Website: <http://www.inspection.gc.ca>

Calgary

110 Country Hills Landing NW, Suite 102
Calgary, Alberta T3K 5P3
Telephone: (403) 299-7680
Fax: (403) 221-3299

Edmonton

7000 - 113 Street, Room 205
Edmonton, Alberta T6H 5T6
Telephone: (780) 495-3333
Fax: (780) 495-3359

Grande Prairie

10135 - 100 Avenue, Box 30
Grande Prairie, Alberta T8V 0V4
Telephone: (780) 831-0335
Fax: (780) 539-3467

Fish

Before you operate a u-fish business or sell privately raised fish in Alberta, you need a commercial fish culture license. The license can be purchased from Alberta Agriculture, Food and Rural Development Diversified Livestock Branch, Aquaculture Section. As a license holder your premises are subject to inspection. Rainbow trout is the main species raised, although other trout and warm water fish may qualify.

For more information:

Alberta Agriculture, Food and Rural Development
Aquaculture Section, Licensing and Inspection
Branch

5401 - 1 Avenue South, Room 100

Lethbridge, Alberta T1J 4V6

Telephone: (403) 381-5170

(for toll free calling, dial 310-0000 first)

Fax: (403) 381-5903

Website: [http://www1.agric.gov.ab.ca/\\$department/newslett.nsf/homemain/aqua](http://www1.agric.gov.ab.ca/$department/newslett.nsf/homemain/aqua)

Vegetables for processing

The *Vegetable Sales (Alberta) Act* and Vegetable Sales Regulation provides grade standards, packaging requirements and inspection authority for the marketing of fresh vegetables in Alberta. It does not apply to vegetables sold by a producer to a consumer at a farmers' market, at the producer's farm or at another location.

For more information:

Canadian Food Inspection Agency (CFIA)

Website: <http://www.inspection.gc.ca>

Calgary

110 Country Hills Landing NW, Suite 102

Calgary, Alberta T3K 5P3

Telephone: (403) 299-7680

Fax: (403) 221-3299

Edmonton

7000 - 113 Street, Room 205

Edmonton, Alberta T6H 5T6

Telephone: (780) 495-3333

Fax: (780) 495-3359

Grande Prairie

10135 - 100 Avenue, Box 30

Grande Prairie, Alberta T8V 0V4

Telephone: (780) 831-0335

Fax: (780) 539-3467

The Alberta Vegetable Growers Marketing Board (Processing) serves growers of vegetables for processing.

For more information:

Alberta Vegetable Growers (Processing)

Terry Cradduck - Secretary/Manager

5217 - 50 Avenue

Taber, Alberta T1G 1V4

Telephone: (403) 223-4242

Fax: (403) 223-3130

E-mail: avpg@telusplanet.net

Honey

A beekeeper may sell or offer to sell honey directly from the beekeeper's honey house, residence or at a farmers' market. If sold at one of these venues, the honey does not have to be graded. The container in which the honey is sold must display the name and address of the beekeeper and the net weight of the contents.

Organic food

All farm operations wishing to label their products as organic must be inspected and evaluated by an organic certification body.

Now that national organic standards have been approved, certification will be implemented on a national basis. Organic certification inspectors ensure that the farms are using organic growing practices. Certification requires an inspection and a farm audit trail. A farm audit trail refers to documents such as a farm map, field history record, input records, harvest records, storage/bin inventories and sales records to assess organic growing practices.

Agriculture and Agri-food Canada (AAFC) has an agreement with the Canadian General Standards Board (CGSB) to provide free public access to the Canadian National Standard for Organic Agriculture. The Standard can be downloaded in pdf format from the CGSB website at http://www.pwgsc.gc.ca/cgsb/on_the_net/organic/index-e.html

For more information or to contact a certifier for Alberta, contact one of the following organic organizations or visit the website at: [www1.agric.gov.ab.ca/\\$department/deptdocs.nsf/all/bdv8046](http://www1.agric.gov.ab.ca/$department/deptdocs.nsf/all/bdv8046)

Alberta Organic Producers Association
Kathy Petterson
RR 1
Morinville, Alberta T8R 1P4
Telephone: (780) 939-5808
Website: www.albertaorganicproducers.org

Global Organic Alliance
Betty Kananen
P.O. Box 530, 3185 Township Road 179
Bellefontaine, Ohio 43311-0530
Telephone: (937) 593-1232
Fax: (937) 593-9507
E-mail: kananen@logan.net
Website: www.goa-online.org

Alberta contacts for Global Organic Alliance

Green Life Organic Alliance
Irene Mihailuk
Box 1209
Athabasca, Alberta T9S 2B1
Telephone: (780) 675-5478

Biological Food Producers
Allan Graff
Box 989
Vulcan, Alberta T0L 2B0
Telephone: (403) 485-6493

Organic Producers Association of Manitoba
Lara Scott
Box 929
Virden, Manitoba R0M 2C0
Telephone: (204) 748-1315
E-mail: info@opam.mb.ca
Website: www.opam.mb.ca

Pro-Cert Organic Systems
Wally/Byron Hamm
Box 100A
RR 3, 475 Valley Road
Saskatoon, Saskatchewan S7K 3J6
Telephone: (306) 382-1299
E-mail: procertorganic@yahoo.com

Quality Assurance International (QAI)
9191 Towne Centre Drive, Suite 510
San Diego, California 92122
Telephone: (858) 792-3531
Fax: (858) 792-8665
E-mail: qai@qai-inc.com
Website: www.qai-inc.com

QMI Organic Inc.
Corinne Fletcher
4167 - 97 Street
Edmonton, Alberta T6E 6E9
Telephone: (800) 268-7321
Fax: (780) 496-2464
E-mail: infoqmiorganic@qmi.com

For information on existing Alberta organic producers and processors, go to:
<http://www.agric.gov.ab.ca/app68/organics>

Labelling and grading

Grading and labelling standards inform consumers about the quality, nutritional content, safety and ingredients in a product. Detailed regulations have been developed for grading and labelling.

Labelling

All products that are pre-packaged must be labelled according to federal regulations as laid out in the *Consumer Packaging and Labelling Act*. The type and amount of information on a food product label is enforced by the Canadian Food Inspection Agency (CFIA). The detail that must be included on the label depends on the type of food and the marketing channel used. Labelling of **all** food products must include the following information:

- common name of the product
- net quantity (metric)
- your name and address
- list of ingredients (in descending order of amount), includes artificial flavours
- durable life date, if shelf life is 90 days or less
- storage instructions (if required)
- previously frozen identification, if necessary
- bilingual language, unless specifically exempt
- nutrition labelling

Separate regulations are enforced for optional label information such as:

- promotional or instructional information

New regulations published on January 1, 2003, make nutrition labelling mandatory on most food labels; update requirements for nutrient content claims; and permit, for the first time in Canada, diet-related health claims for foods. For more information about nutrition labelling, please refer to: http://www.hc-sc.gc.ca/fn-an/label-etiquet/nutrition/index_e.html

For more information:

Canadian Food Inspection Agency (CFIA)

Website: <http://www.inspection.gc.ca>

Calgary

110 Country Hills Landing NW, Suite 102

Calgary, Alberta T3K 5P3

Telephone: (403) 299-7680

Fax: (403) 221-3299

Edmonton

7000 - 113 Street, Room 205

Edmonton, Alberta T6H 5T6

Telephone: (780) 495-3333

Fax: (780) 495-3359

Grande Prairie

10135 - 100 Avenue, Box 30

Grande Prairie, Alberta T8V 0V4

Telephone: (780) 831-0335

Fax: (780) 539-3467

Universal product codes (UPC)

At present, the UPC is a unique 12-digit, all numeric, machine-readable bar code that identifies the consumer package. It makes product identification and retail inventory management simpler and more accurate. Although you will not require a bar code for direct sales, as you expand your sales, you may be required to obtain one. As of January 1, 2005, all product identification data structures will conform to a global 14-digit system. The fee structure (includes membership and UPC) is as follows:

For more information:

GS1 Canada

720 - 28 Street NE, Suite 110

Calgary, Alberta T2A 6R3

Telephone: (800) 567-7084

Website: www.gs1ca.org

Table 2 - Universal product code schedule

Annual company revenue	Registering	Annual fees		Total annual fees
Less than \$5 million	New company prefix	One time activation fee	\$245	\$948.70
		Annual registration fee	895	
		Less SME subsidy	(245)	
		GST	53.70	
Less than \$5 million	Existing company prefix	Annual registration fee	\$895	\$689.00
		Less SME subsidy	(245)	
		GST	39.00	
Less than \$5 million	Limited membership	Annual registration fee	\$100	\$106
		GST	6	
More than \$5 million	New company prefix	One time activation fee	\$245	\$1,208.40
		Annual registration fee	895	
		GST	68.40	
More than \$5 million	Existing company prefix	Annual registration fee	\$895	\$948.70
		GST	53.70	

Grading

The *Canada Agricultural Products Act* includes sections on grading in the Processed Products Regulations. Grading standards have been developed for an extensive list of agricultural products. The list of grading standards ranges from livestock and poultry to canned, frozen and dehydrated fruits and vegetables. Standards of identity have also been developed for certain types of fresh fruit and vegetables.

Example:

Potatoes are graded according to size and quality. The four Canadian grades are Canada No. 1, Canada No. 1 Large, Canada No. 1 Creamer and Canada No. 2.

The grade *Alberta No. 1 small* may only be used for potatoes 25 to 57 mm (1" - 2.2") in diameter sold in Alberta from July 1 to September 15 of each year.

For more information:

Canadian Food Inspection Agency (CFIA)
Website: <http://www.inspection.gc.ca>

Calgary

110 Country Hills Landing NW, Suite 102
Calgary, Alberta T3K 5P3
Telephone: (403) 299-7680
Fax: (403) 221-3299

Edmonton

7000 - 113 Street, Room 205
Edmonton, Alberta T6H 5T6
Telephone: (780) 495-3333
Fax: (780) 495-3359

Grande Prairie

10135 - 100 Avenue, Box 30
Grande Prairie, Alberta T8V 0V4
Telephone: (780) 831-0335
Fax: (780) 539-3467

Potato Growers of Alberta

6008 - 46 Avenue
Taber, Alberta T1G 2B1
Telephone: (403) 223-2262
Fax: (403) 223-2268
E-mail: pga@albertapotatoes.ca
Website: www.albertapotatoes.ca

Business licenses and permits

Most municipalities in Alberta require businesses to register for a business license. The fee for the license varies with the type of business you plan to operate.

Be sure you understand the zoning and by-law regulations for your municipality. If you plan to build or renovate buildings to house a new business or have a new use for an existing building, you may need to seek approval from the planning and building departments in your municipality. In most cases, the municipality wants to check building or renovation plans before it issues a building permit.

For more information:

Contact your local municipal office.

Signs

If you plan to operate a farm direct operation on your farm, you need to research the sign laws and allowance for right-of-way boundaries on provincial highways and local municipal roads. A permit is required to install directional signs to a farm direct business. Directional signs are allowed along provincial highways, but advertising signs are not. There are certain restrictions as to the size of the sign, as well as the size of the lettering for the business name. Rural facility signs used for tourist related facilities such as market gardens, tea houses, bed and breakfasts, Alberta Approved Farmers' Markets and guest ranches are usually installed at the closest highway access to the business. The business owner is responsible for installation and maintenance costs and must complete an application with Guide Sign Industries for a Tourist Oriented Directional Sign (TODS).

For more information:

Guide Sign Industries Ltd.
9330 - 62 Avenue
Edmonton, Alberta T6E 0C9
Toll-free: 1-866-560-7446
Fax: 1-866-561-7446
E-mail: info@guidesign.ca
Website: www.signupalberta.com

Novel foods

The Food and Drug Regulations of the *Food and Drug Act* have been amended to include a section on novel foods. According to the Regulations, novel foods include:

- substances that have no history of safe use as a food
- existing foods that have been modified by genetic manipulation and exhibit one or more characteristics that were previously not identified in that food, or food that results from production by a genetically manipulated organism exhibiting such new characteristics
- food containing micro-organisms that have not been previously used as food or to process food before
- food that is substantially different from a traditional food, or is manufactured using a process that has been substantially modified from the traditional process

The Regulations require that Health Canada be notified in order to assess the safety and nutritional quality of the novel food prior to sale.

For more information:

Health Canada

Health Protection Food Branch
9700 Jasper Avenue, Suite 730
Edmonton, Alberta T5J 3H1
Telephone: (780) 495-3682
Fax: (780) 495-5551

Website: www.hc-sc.gc.ca/index_e.html

Environmental requirements

Alberta Environment requires that most food processing facilities be either approved or registered with Alberta Environment. Contact the approvals engineer in your region for more information on the approval or registration application.

For more information:

Alberta Environment

Regional Offices (see addresses below)

Website: <http://environment.gov.ab.ca>

(for toll free calling, dial 310-0000 first)

Northern Region

4999 - 98 Avenue, Main Floor, Suite 111

Edmonton, Alberta T6B 2X3

Telephone: (780) 427-7617

Fax: (780) 427-7824

Central Region

4920 - 51 Street, Suite 304

Red Deer, Alberta T4N 6K8

Telephone: (403) 340-7052

Fax: (403) 340-5022

Southern Region

2938 - 11 Street NE, Suite 303

Calgary, Alberta T2E 7L7

Telephone: (403) 297-5959

Fax: (403) 297-6069

Weights and measures

The *Weights and Measures Act*, administered by Industry Canada, requires that you use approved scales, of the appropriate size, for your operation. Measurement Canada performs the initial inspection of scales and also deals with any complaints related to inspected scales.

For more information:

Measurement Canada

Website: <http://mc.ic.gc.ca/>

Edmonton

4940 - 93 Avenue

Edmonton, Alberta T6B 2L6

Telephone: (780) 495-2491

Calgary

Room 400, 639 - 5th Avenue SW

Calgary, Alberta T2P 0M9

Telephone: (403) 292-5605

Non-food regulations

The following information is not a comprehensive list of non-food regulations.

Cosmetic labelling and notification

If you plan to sell vegetable, animal, essential or botanical oils to be used in cosmetics, you need to understand cosmetic labelling and notification. A cosmetic is defined as a product which cleanses, improves or alters the complexion, skin, hair or teeth. Some examples of cosmetic products include soaps, lotions, deodorants and perfumes.

Cosmetic preparations are subject to the provisions of the *Food and Drugs Act* and Cosmetic Regulations regarding composition, safety, labelling and advertising. In addition, cosmetics are subject to the provisions of the *Consumer Packaging and Labelling Act* and its regulations regarding bilingual labelling, deceptive packaging and net quantity declaration in metric units. The *Consumer Packaging and Labelling Act* is administered by Industry Canada.

Health Canada is seeking an amendment to the Cosmetic Regulations to require that all manufacturers and distributors of cosmetics must list ingredients on the label. This amendment will enhance the safety of Canadians by providing consumers with valuable information concerning the composition of cosmetics sold in Canada.

The claims made about a product determine whether it is regarded as a drug or as a cosmetic. Statements considered to be drug claims are inappropriate for products intended to be marketed as cosmetics. A beauty product or grooming aid is usually categorized as cosmetic, but will be legally classified as a drug if it makes any claims to modify body functions, to prevent or treat disease.

The Cosmetic Regulations of the *Food and Drugs Act* require that a cosmetic notification form be submitted to Health Canada prior to the importation of a cosmetic, or within 10 days of the first sale. The notification form and the Guide for Completing Cosmetic Notification Forms can be found on the Health Canada website.

For more information:

Cosmetic Notification Form should be submitted to:

Cosmetics Program
MacDonald Bldg, A.L. 3504D
123 Slater Street
Ottawa, Ontario K1A 0K9

Health Canada

Website: www.hc-sc.gc.ca

Edmonton

Product Safety Programme
Canada Place
c/o 9700 Jasper Avenue, Suite 730
Edmonton, Alberta T5J 4C3
Telephone: (780) 495-2626
Fax: (780) 495-2624
E-mail: Edm_Prodsafe@hc-sc.gc.ca

Calgary

Product Safety Programme
220 4th Avenue SE, Room 282
Calgary, Alberta T2G 4X3
Telephone: (403) 292-4677
Fax: (403) 292-4644
E-mail: Cal_Prodsafe@hc-sc.gc.ca

Fibre and textile labelling

The *Textile Labelling Act* outlines the requirements for labelling, sale, importation and advertising of consumer textile articles. Textile labels must include the following:

- generic name of each textile fibre comprising five per cent or more of the total mass of the article
- the percentage by mass that each fibre comprises
- the identity of the person by or for whom the consumer textile article was manufactured or made
- both official languages
- any other information required by the regulations

Industry Canada, Competition Bureau enforces the act.

For more information: Competition Bureau

Textiles Labelling
Telephone: (800) 348-5358 (Canada-wide)
Fax: (819) 997-0324 (Hull, PQ)
E-mail: compbureau@ic.gc.ca
Website: www.competitionbureau.gc.ca

Calgary
639 - 5 Avenue SW, Suite 400
Calgary, Alberta T2P 0M9
Telephone: (403) 292-6183

Edmonton
9700 Jasper Avenue, Suite 725
Edmonton, Alberta T5J 4C3

Flammability of textile products

Textile products in Canada must comply with the *Hazardous Products Act* and its Regulations, which are administered by Health Canada.

The following textile products must meet the flammability requirements of the *Hazardous Products Act* and its Regulations:

- Products made in whole or in part of textile fibres
- Children's sleepwear
- Bed linen (sheets, pillowcases, blankets)
- Textiles used on dolls, plush toys, and soft toys
- Carpets
- Mattresses
- Tents

A voluntary standard also exists for the flammability of upholstered furniture.

The Textile Analysis Service with the University of Alberta can test textiles against the requirements of the *Hazardous Products Act* and its Regulations.

For more information: Health Canada Website: www.hc-sc.gc.ca

Edmonton
Product Safety Programme
Canada Place
c/o 9700 Jasper Avenue, Suite 730
Edmonton, Alberta T5J 4C3
Telephone: (780) 495-2626
Fax: (780) 495-2624
E-mail: Edm_Prodsafe@hc-sc.gc.ca

Calgary
Product Safety Programme
220 4th Avenue SE, Room 282
Calgary, Alberta T2G 4X3
Telephone: (403) 292-4677
Fax: (403) 292-4644
E-mail: Cal_Prodsafe@hc-sc.gc.ca

Textile Analysis Service
B19 Human Ecology Bldg.
University of Alberta
Edmonton, Alberta T6G 2N1
Telephone: (780) 492-7677
Fax: (780) 492-4111

Labour requirements

- Federal law requires that all employers collect and remit Canada Pension Plan (CPP) contributions, Employment Insurance (EI) premiums and personal income tax to the Government of Canada.

All businesses are required to have a business number (BN). The BN is assigned by the Canada Revenue Agency (CRA). The BN is used for four major business accounts:

- corporate income tax
- import/export
- payroll deductions
- goods and services tax/harmonized sales tax (GST/HST)

All new businesses registering for any of these accounts receive a BN.

For more information:

Canada Revenue Agency

Business Enquiries and Registrations Telephone:
(800) 959-5525

Website: www.cra-arc.gc.ca

- Alberta Human Resources and Employment administers the labour standards provisions under the *Employment Standards Code*. Issues include wages, hours of work, vacations and general holiday pay, maternity leave, termination of employment, and the employment of adolescents and young persons.

For more information:

Alberta Human Resources and Employment
Employment Standards Office
9940 - 106 Street, Main floor
Edmonton, Alberta T5K 2N2
Telephone: (780) 427-3731

(toll free calling, dial 310-0000 first)

Fax: (780) 422-4349

Website: www.hre.gov.ab.ca

Workers' compensation

You may be required to participate in Workers' Compensation, depending on your business.

For more information:

Worker's Compensation Board
9912 - 107 Street, Box 2415
Edmonton, Alberta T5K 2S5
Telephone: (780) 498-3999
Fax: (780) 498-7999

Website: <http://www.wcb.ab.ca>

Summary

Follow these six steps to find the best farm direct sales choice for your business.

1. Assess and list the farm direct sales options that work well in your business.
2. Research and develop a rough marketing plan for each option you are interested in.
3. Consider whether you plan to sell within Alberta or interprovincially.
4. Review the regulations listed in this publication and check off the ones that affect your plan.
5. Contact the agencies that administer the regulations and learn the rules before you start.
6. Review the marketing plan and the steps necessary to comply with the regulations.

This publication is intended as a basic introduction to the regulations and requirements that apply to agriculture and food products sold direct to the consumer. It is not a comprehensive list. As you develop your business plan or expand your markets, be prepared to research more details.

Checklist for the Cameron example

Pastured chickens sold at Alberta Approved Farmers' Markets

- ☐ production requirements and quota exemptions – Alberta Chicken Producers
- ☐ slaughter plant availability and inspection requirements – Alberta Agriculture, Food and Rural Development Regulatory Services
- ☐ organic certification requirements – see pages 15 to 16 for an organic certifying body
- ☐ local regional health authority – permit requirements
- ☐ Alberta Approved Farmers' Market requirements – local market manager
- ☐ local municipal government for business permit
- ☐ labelling requirements – Canadian Food Inspection Agency

This is not a comprehensive list, but it does indicate some of the key inquiries the Camerons should make before selling pastured chickens at an Alberta Approved Farmers' Market.

Strawberry u-pick

- ☐ local municipal government office for zoning, signs, business development and permit requirements
- ☐ local regional health authority for handling, storage and food establishment requirements
- ☐ weights and measures – Measurement Canada
- ☐ Alberta Farm Fresh Producers Association, formerly Alberta Market Gardeners Association, for marketing information
- ☐ Guide Sign Industries for regulations – relating to signs

This is not a comprehensive list but it does indicate some of the key inquiries the Camerons should make to establish a strawberry u-pick operation.

Resources

General agriculture business information is available from the Alberta Ag-Info Centre at 310-FARM (3276).

Alberta Agriculture, Food and Rural Development's publications are available from the Publications Office at 1-800-292-5697 or (780) 427-0391.

The *Alberta Agri-preneur Newsletter* is a quarterly newsletter produced by Alberta Agriculture, Food and Rural Development. It provides timely, incisive and creative ideas for the agriculture entrepreneur. It is available in hard copy by calling (780) 349-4466, or on-line at: [http://www1.agric.gov.ab.ca/\\$department/deptdocs.nsf/all/apa6475?opendocument](http://www1.agric.gov.ab.ca/$department/deptdocs.nsf/all/apa6475?opendocument)

The *Ag-Strategies* factsheet series is designed to help producers understand the key elements needed to manage a business. These factsheets are found in the Agricultural Economics Publications under Marketing. They are available online at: [www1.agric.gov.ab.ca/\\$department/deptdocs.nsf/all/agdex4091#market](http://www1.agric.gov.ab.ca/$department/deptdocs.nsf/all/agdex4091#market)

This series includes:

- *The Essentials of Pricing* (FS845-1)
- *Methods to Price Your Products* (FS845-2)
- *Pricing Processed Food Products* (FS845-3)
- *Pricing Horticulture Products* (FS845-4)
- *Farm Direct Marketing for Rural Producers* (FS845-6)
- *Managing Risk for Farm Direct and Ag Tourism Ventures* (FS845-10)
- *Business Basics for Alberta Food Processors* (FS845-11)
- *Organic Agriculture: Getting Started* (FS845-12)
- *Direct Marketing Meats...Getting Started* (FS845-13)
- *Developing a Promotional Plan* (FS846-1)
- *Market Research* (FS848-6)

- *Direct Marketing Meats...Selling Meat at Alberta Approved Farmers' Markets* (FS400/845-1)
- *Direct Marketing Meats...Selling Freezer Beef* (FS420/845-1)
- *Direct Marketing Meats...Selling Freezer Lambs* (FS430/845-1)
- *Direct Marketing Meats...Selling Lambs at Alberta Approved Farmers' Markets* (FS430/845-2)
- *Direct Marketing Meats...Selling Freezer Pork* (FS440/845-1)
- *Direct Marketing Meats...Selling Freezer Chicken* (FS450/845-1)

The *Ag-Alternatives* factsheet series is designed to help producers evaluate the feasibility of new agricultural or rural based businesses. These factsheets are found in the Agricultural Economics Publications under Farm Management. They are available online at: [www1.agric.gov.ab.ca/\\$department/deptdocs.nsf/all/agdex4091#farmmanaga](http://www1.agric.gov.ab.ca/$department/deptdocs.nsf/all/agdex4091#farmmanaga)

This series includes:

- *Personal and Family Considerations: Where Do You Want to Be?* (FS1834-10)
- *Identifying Alternatives: What are the Possibilities?* (FS811-2)
- *Marketing: Will it Sell?* (FS848-5)
- *Production Requirements: Do You Have the Resources?* (FS811-4)
- *Financial Feasibility: Can You Afford to Do It?* (FS811-3)
- *Profitability: Will it Make Money?* (FS811-6)
- *Decision Making: Will You Start the New Enterprise?* (FS811-5)

The *Direct Marketing Profits* series of three factsheets provides profit planning information for specific farm direct marketing enterprises. These factsheets are found in the Agricultural Economics Publications under Production Economics. They are available online at: [www1.agric.gov.ab.ca/\\$department/deptdocs.nsf/all/agdex4091#prodecon](http://www1.agric.gov.ab.ca/$department/deptdocs.nsf/all/agdex4091#prodecon)

- *Direct Marketing Profit\$...Cheese Production and Marketing Enterprise.* (FS410/821-3)
- *Direct Marketing Profit\$...Direct Market Beef Enterprise.* (FS420/821-3)
- *Direct Marketing Profit\$...Direct Market Poultry Enterprise.* (FS450/821-1)

Direct Marketing Meats Resource Guide provides information to producers interested in farm direct marketing meats. It is available online at: [www1.agric.gov.ab.ca/\\$department/deptdocs.nsf/all/apa5132?opendocument](http://www1.agric.gov.ab.ca/$department/deptdocs.nsf/all/apa5132?opendocument).

The *Safe Food Practices for Small Processors* video is available by calling (780) 427-4514.

The *Alberta Farmers' Market Vendor and Consumer Profile and Economic Impact Study* is available from the Alberta Farmers' Market Association, 7000 113 Street, Room 106, Edmonton, Alberta, T6H 5T6 or by calling (780) 644-5377.

For more information:

Kerry Engel Edmonton	Farm Direct Marketing (780) 644-2966
Marian Williams Camrose	Farm Direct Marketing (780) 679-5168
Karen Goad Grande Prairie	Farm Direct Marketing (780) 538-5629
Jim Hansen Cardston	Farm Direct Marketing – Beef (403) 653-5132
Bert Dening Barrhead	Farm Direct Marketing – Pork (780) 674-8247
Penny Wilkes Edmonton	Alberta Approved Farmers' Markets (780) 427-4514
Eileen Kotowich Vermilion	Alberta Approved Farmers' Markets (780) 853-8223

For toll-free access to the above noted individuals, dial 310-0000 first.

For more information on developing your business, go to Alberta Agriculture, Food and Rural Development agriculture diversification ventures link at: www.agric.gov.ab.ca/diversify